

TRADEWINDS

California Department of Food and Agriculture
Agricultural Export Program

EXPORT OPPORTUNITIES

The Agricultural Export Program (AEP) has received trade leads for the following California products. For details, please contact AEP at aepinfo@cdfa.ca.gov.

- China: edible fish meal; soybean oil; food grade malic acid; protein concentrates
- Hong Kong: conch meat
- Korea: fresh oranges; chocolate syrup; dried parsley flakes
- Peru: dried beans; powdered stevia; rice; whey substitute
- Saudi Arabia: chocolate candy; snack foods; biscuits and wafers; gummy candy; gum; cardamom; marshmallows; lollipops
- Taiwan: chicken parts; French fries; health foods; herb products; sesame oil; frozen pork; frozen beef; rice; whisky/cognac; wine; vitamins; dried beans; duck and goose meat; green coffee beans; corn grits; chocolate chips; non-dairy coffee whiteners; wheat; oysters; scallops; prawns; frozen crabs

Delay in EU Sanction Lift

In October 2004, the European Commission announced its plan to lift sanctions starting January 1, 2005, on a wide range of U.S. exports after President Bush signed a bill repealing the Foreign Sales Corporation subsidies. The proposed plan was expected to be adopted, but a blocking minority of EU member states rejected the proposal. The internal dispute has caused adoption of the proposal to be delayed into 2005. Meanwhile, U.S. exports continue to face high tariffs (14% in December).
Source: USDA/FAS GAIN Report E34105

RECENT FAS / USDA REPORTS

The following reports of interest were released during the month of December. The reports are available at www.fas.usda.gov.

Egypt: Exporter Guide

Taiwan: Retail Food Sector Report

Ukraine: Exporter Guide

Nigeria: HRI Sector Report

UPCOMING EVENTS / ACTIVITIES

CDFA / AEP International Visitors Program

January 3, 2005, Sacramento

AEP is facilitating meetings for the Minister of Agriculture and Food Security of Lesotho.

January 26, 2005, Sacramento

AEP is coordinating briefings with CDFA staff for a state legislator from Brazil.

For more information, please e-mail AEP at aepinfo@cdfa.ca.gov.

ANTAD 2005 and Trade Mission

The registration and payment deadline is January 14 for ANTAD 2005 in Guadalajara, Mexico. A trade mission to Mexico City will follow with one-on-one appointments. The activities will occur March 10-16, 2005.

For more information, please contact Joshua Eddy at CDFA at (916) 654-0389 or jeddy@cdfa.ca.gov, or view details online at www.calagexports.com

California CITDs to Deliver Export Readiness Training

A \$250,000 contract has been awarded by the Western United States Agricultural Trade Association (WUSATA) through the USDA Emerging Markets Program, in coordination with the California Department of Food and Agriculture's Agricultural Export Program, to the California Centers for International Trade Development (CITDs) to provide Export Readiness Training to small- and medium-sized, women- and minority-owned food and agricultural companies throughout California.

Training includes classes taught by experienced international marketing executives and consultants, periodic meetings with a trade advisor, and assistance from a CITD intern. The CITDs of Long Beach City College and the Fresno-based State Center Community College District will implement the contract.

For further information, contact Priscilla Lopez (Southern and Northern California) at (562) 938-5018 or Candy Hansen Gage (Central and Northern California) at (888) 683-7888.



New Emerging Markets Committee Members Appointed

Congratulations to Julie Adams of Modesto; Robert Bignami of Orland; Carol Chandler of Selma; and Janice Cooper of Walnut Grove for their appointments to the USDA's Advisory Committee on Emerging Markets on December 21, 2004.

The committee reviews funding proposals under the Emerging Markets Program, which is administered by the USDA's Foreign Agricultural Service to support private and governmental projects to promote U.S. agricultural exports in emerging economies.

Source: USDA Press Release

Taiwan Bans U.S. Apples

After finding a codling moth larvae in a shipment of apples from Oregon, Taiwan imposed a ban on December 21, 2004 on apples from the United States. Codling moths had been detected in two earlier shipments from Washington and California.

Under an export workplan reached with Taiwan, which resumed trade after a similar ban in 2002, findings of codling moth are grounds for closing the market to U.S. apples. It is hoped that country negotiations will reopen this market for the 2005 season.

Sources: Associated Press; California Farm Bureau

Major Southeast Asian Container Ports Affected by Tsunami

Several major ports in one of the world's busiest regional economies have experienced disruptions in their operations due to damage caused by the tsunami on December 26, 2004.

Operations were affected immediately after the disaster in the Indian ports of Chennai (formerly Madras) and Tuticorin; Colombo, Sri Lanka; and the Maldives. Warnings of another tsunami, equipment damage, flooded roads, and potentially high sediment deposits have impacted the resumption of normal operations at these ports.

Exports to this region may encounter delays, since relief shipments would be given priority. In 2003, California's agricultural exports to India were valued at \$123 million; exports to Indonesia totaled \$118 million; and \$74 million in agricultural exports were destined for Malaysia.

Sources: Maersk; Reuters

California Department of Food and Agriculture

Secretary, A. G. Kawamura

Undersecretary, Chuck Ahlem

Agricultural Export Program

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